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AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

JANUARY 15, 1937



Berberis julianae

**A. A. N. Reorganization Plan
Merchandising Stock in Summer
Flowering Onions for the Garden**

AMERICAN NURSERYMAN

Chief Exponent of the Nursery Trade

F. R. KILNER, Editor

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of nursery associations.

RULE AGAINST EXEMPTION.

A ruling against the petition of the American Association of Nurserymen to classify the labor employed in growing and other cultural operations in nurseries as agricultural labor under the provisions of the federal government's social security act was made by the bureau of internal revenue of the United States Treasury January 11. The bureau ruled:

"Services performed by employees of nurserymen or commercial flower growers do not constitute agricultural labor within the meaning of section 811 (b) (1) and section 907 (c) (1) of the social security act."

This ruling reached the trade just as the executive committee of the American Association of Nurserymen was meeting at Chicago. Lester C. Lovett, chairman of the Washington contact committee, immediately communicated a request for a hearing on this ruling to the commissioner of internal revenue at Washington. Believing that the exemption should apply at least on field labor, he favored carrying a test case to court in the event that the ruling is not altered.

Strangely enough, four states in their own enactments of legislation in line with the social security law have definitely provided for the exemption of the labor of commercial flower growers, nurserymen and horticulturists. These states are California, Oregon, Massachusetts and Iowa. Employers and employees in those states will have to pay the taxes imposed by the federal law regardless

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of the state exemption. In the case of the old-age benefit section the employees will derive the stated benefits, because such benefits are to be paid from the federal treasury, but even though their employers do pay the taxes on pay rolls imposed by the unemployment compensation section of the act, the employees will not be entitled to any unemployment compensation, because these funds are disbursed through individual state authorities. If these state laws are amended in accordance with the federal ruling, the efforts of the trade in those four states to obtain the exemption there will have gone for naught.

LIGHT TRAPS IN ORCHARD.

Tests with light traps in a Rome Beauty apple orchard on the grounds of the state experiment station at Geneva, N. Y., to study their control of codling moth injury, indicate that the traps have reduced the injury equivalent to the amount of protection derived from one or possibly two cover sprays.

Recent investigations have shown that many insects are not sensitive to any extent to the yellow of oil or tallow flames, whereas they may be strongly attracted by blue or violet lights now possible with modern light sources.

BERBERIS JULIANÆ.

Nurserymen might well take advantage of the widespread publicity the Crown Princess Juliana of The Netherlands has been receiving through her recent marriage by pushing the wintergreen barberry, *Berberis Julianæ*, named for her. By calling it the Juliana barberry greater attention in advertising and other publicity could likely be gained. The front cover carries an illustration of this evergreen shrub.

Experience with this barberry, introduced from central China in 1900 by the late E. H. Wilson, has not been extensive enough yet to warrant making definite statements regarding its hardiness or its special requirements, but it appears to be the hardiest evergreen species and one of the best of the newer Chinese

sorts. Rehder places it in zone VI, indicating that it may be hardy in zone V, but Taylor states it is hardy from zone IV southward.

B. Julianæ is not dependably hardy around Chicago, which is in zone III, but if it is planted in protected places in that section, it usually survives for a few years or until an exceptionally severe winter arrives. In the great middle western section of the United States this barberry should be placed out of the sweep of bitter winds in winter and the scorching blasts of summer. Further experience may extend the shrub's usefulness still farther north, as is indicated by these comments of a hardy plant specialist:

"It seems hardy in northern Michigan, a trying climate for broad-leaved evergreens, and should be good for most of the United States. Most of the evergreen barberries seem best in soil that is always fairly moist, not wet, and this is probably the case with *B. Julianæ*. I have never propagated the plant, but it is probably as easy as others of its kind to grow from seeds. Rehder mentions the fact that seeds of *B. Wilsonæ* will germinate within three weeks in the greenhouse if they are sown as soon as ripe."

The seeds can also be sown in frames in fall or stratified over winter and sown in spring. Softwood cuttings taken early in the growing season can usually be rooted satisfactorily in a shaded hotbed. Grafting on seedlings of the Japanese barberry is also used as a method of propagation.

This evergreen upright-growing shrub may eventually reach six or possibly even seven feet under optimum conditions, but a height of four to six feet is more common. The dark green willow-like leaves usually assume showy orange and red shades in fall, but some nurserymen report the plant holds a good green color through the winter. Yellow flowers appear in close clusters in spring followed by black fruits with a bluish bloom.

Nurserymen should test this wintergreen barberry more extensively to determine its adaptability to their specific conditions.

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The Chief Exponent of the American Nursery Trade

*The Nurseryman's Forte:
To Make America More Beautiful and Fruitful*

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No. 2

A. A. N. Reorganization Plan

***Conference of Association Delegates at Chicago Adopts Plan
for Larger and More Representative National Trade Body***

Direct representation of the industry in all parts of the country on the board of directors of the American Association of Nurserymen is proposed by a plan of reorganization adopted at the conference in Chicago, January 12, attended by the members of the executive committee of the national association and invited delegates from local, state and regional organizations throughout the country. Invitations had been sent to all nurserymen's organizations in the country, whether affiliated with the A. A. N. or not. Thirty-two organizations were represented at the conference.

To provide such representation, it is proposed to divide the country into six regional divisions. Each regional division shall be composed of the A. A. N. members in that region. Each division shall be entitled to one delegate on the national board of directors for each \$500, or major portion thereof, in dues paid to the A. A. N. The members in each regional division shall elect their delegates to the board of directors independently of the other regions. The directors are to serve for a 2-year period, except in the first year of operation, when one-half of the members of the board shall be elected for only one year, so that one-half of the board members thereafter will be elected to office each year. No member of the board is to serve for more than two consecutive terms.

If the A. A. N. should attain a volume of \$25,000 a year in dues, the board would consist of about fifty members. In order that all sections of the country will be fully

represented at the annual meeting, it is proposed that members of the board be reimbursed for fifty per cent of the railroad and Pullman fare required to attend the annual meeting. It is suggested that the regional or state units reimburse the delegates for the remaining fifty per cent of the railroad and Pullman fare for the trip.

Regional Divisions.

Suggested regional divisions are as follows:

Eastern—Maine, New Hampshire, Vermont, Massachusetts, Connecticut, Rhode Island, New York, Pennsylvania, New Jersey, Delaware, Maryland.

Southern—Virginia, West Virginia, Kentucky, Tennessee, North Carolina, South Carolina, Georgia, Alabama, Mississippi, Florida.

Central—Ohio, Indiana, Illinois, Michigan, Wisconsin.

Western—Minnesota, North Dakota, South Dakota, Iowa, Nebraska, Missouri, Kansas, Colorado, Wyoming.

Southwestern—Texas, Louisiana, Arkansas, Oklahoma, New Mexico.

Pacific Coast—California, Oregon, Washington, Montana, Idaho, Utah, Arizona, Nevada.

The regional plan is carried out further in the composition of the executive committee. This is to consist of seven members, the president and vice-president, ex-officio, and five regional members elected by the board of directors from its membership at the annual meeting, to serve for two years, being elected alternately, two one year and three the following year. One member will be elected from each of five regional divisions, the vice-president representing the sixth.

One of the most interested visi-

tors at the conference was Philip P. Gott, manager of the trade associations department of the United States Chamber of Commerce. Having studied the association's problems and the distribution of the industry, he favored the regional plan, inasmuch as state divisions would vary widely in strength, from the western mountain states having only a handful of nurserymen to the thickly settled states where nurserymen are numerous and have extensive operations. To provide for strong local or state groups within the regions, the following provision was made:

"Upon application and for good and sufficient reasons, the board of directors may establish other unit sections of representation within the above-named regions, provided there are five or more members of the American association within such sections, paying dues totaling \$500 or more into the American association."

Annual Meeting.

The annual meeting shall be held in July, as hitherto, at such place as may be designated by the association at its previous meeting. Under the new set-up, it shall be the policy of the association to hold annual meetings in each of the regions represented on the executive committee once in six years, at the convenience of the membership in such regions. All members of the association are invited and urged to attend the annual meeting and are to be accorded full privilege of the floor and voting rights. In matters of a serious controversial nature, at the discretion

of the presiding officers, the vote may be referred to the members of the board of directors for official action. Not less than fifty per cent of the delegates to the board of directors shall constitute a quorum to transact business.

Membership and Dues.

Under the proposed plan, members would be of three groups—active, associate and honorary. The total estimated amount required for the ensuing year's operation shall be determined at the annual meeting of the board of directors upon the recommendation of the executive committee. Dues of active members shall be based on volume of business, with the provision that adjustments may be made in view of certain unusual circumstances or conditions prevailing.

Each regional division through its delegates shall be responsible for the collection of dues. Delegates from any region not having paid its assessment in full by the date of the annual meeting shall not be qualified to act at such meetings.

Additional Objects.

While the foregoing presents the essential outline of the important changes proposed, in the rewriting of the constitution additions are proposed. To the ten objects now listed in article II of the present constitution, three may be added:

"Compilation and dissemination of scientific information to members.

"Study of business methods and practices for recommendation to and use by members.

"Coöperation with governmental agencies in molding policies on legislative and administrative matters in the interest of the public and the industry."

Delegates to the board of directors will be elected by the A. A. N. members within their own regions. The delegates from each region shall nominate its member of the executive committee. Nominations for other offices may be made from the floor at the annual meeting or by a nominating committee appointed by the president, but in all cases names of nominees must be posted in the meeting place twenty-four hours before the election.

Under the new plan the constitution may be amended at any regular meeting by a two-thirds vote of the

delegates present, provided that such amendment shall have been submitted in writing to the board of directors sixty days before such meeting. At the present time the 60-day notice is not required.

Adoption of Plan.

Members of the conference at Chicago ended their session, which began at 10 a. m. and ended after midnight, in hearty agreement that here was a plan both satisfactory in the object and practical of operation. To prepare for adoption of the plan by the association, it will be necessary to put amendments to the constitution and by-laws in legal form. These amendments will be ready at the next A. A. N. convention, in July. That is the opportunity for those nurserymen who have long desired a more representative body to gain their objective. By joining the A. A. N. now, they will have a voice in the adoption of these amendments at the coming meeting. The value of the proposed plan lies in the greater representation of the industry and the larger financial support to be secured for the important work to be done.

Attendance.

At the conference was a full attendance of the A. A. N. executive committee, consisting of President Clarence O. Siebenthaler, Vice-president Edward L. Baker, Lester C. Lovett, Chet G. Marshall, James Ilgenfritz, Miles W. Bryant and Owen G. Wood.

Following are the names of delegates and the state or regional organizations they represented:

Henry B. Chase—Alabama.
E. M. Dering—California, Oregon, Pacific Coast.
W. A. Natorp—Cincinnati.
Charles Burr—Connecticut.
Miles W. Bryant, Hubert Nelson—Illinois.
C. C. Smith—Iowa, Western.
E. S. Welch—Iowa.
Robert Pyle, Leslie Scott, Frank Schmidt—Eastern Council, New England, New Jersey, Massachusetts, Pennsylvania, Rhode Island, Long Island, Allied Retail.
A. N. Champion—Ohio, Lake County.
B. J. Greening—Michigan.
E. P. Swenson—Minnesota.
J. E. Weston—Missouri.
Charles H. Perkins—New York.
Bj. Loss—Northern Retail.
R. H. Jones—Southern, Tennessee.
Carl Shamburger—Southwestern.
C. C. Mayhew—Texas.
Thomas Pinney—Wisconsin.
O. A. Hobbs—Indiana.
Owen G. Wood—Virginia.
J. J. Pinney—Kansas.

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SERBIAN SPRUCE.

The Serbian spruce, *Picea Omorika*, is one of the best of the conifers, being an excellent ornamental tree as well as adapted to forest use, writes Max A. Nagler, Ithaca, N. Y., in a recent issue of *Horticulture*. This species is a native of Yugoslavia, where it is found in a small area in the mountains. It was introduced for cultivation in 1884 and, according to Balfour, "Conifers of Scotland," in the reports of the Royal Horticultural Society, 1932, "There is no more satisfactory tree among the recently introduced species. Its hardiness and habit of short branches and narrow trunk render it a suitable species for forest planting."

Not only has the tree value as a forest conifer, but also it makes an outstanding spruce for ornamental purposes. There are no limits to its use for mass effects, as well as for mixed groups, or as specimens. It is excellent in growth, of slender pyramidal habit and brilliant in color. It is dark green below, with the ends of the drooping branches turned upward toward the silvery striped foliage above.

Hardiness and adaptability to our climate have been tested to the full satisfaction of several parks and arboreums in the eastern United States, where some handsome trees have been growing for the past ten to twenty years. Some of these have reached a height of thirty-five feet and over. So far no disease or insect pest has bothered this tree. It can safely be recommended as a fast grower in diverse situations. It is not particular about soil conditions, but does thrive best in moist and medium heavy loams. Dry soils and abrupt changes in temperature may influence its speed of growth, but seem not harmful in other respects.

NEW A.A.N. MEMBERS.

The following new and reinstated members of the American Association of Nurserymen are announced in the current news-letter: C. V. Nurseries, Blackwell, Okla.; Dybvig Nurseries, Colton, S. D.; Kirkman Nurseries, Bethany, Cal.; South Dakota Nurserymen's Association, J. B. Taylor, Sec'y, Ipswich, S. D.

Merchandising Stock in Summer

*Successful Methods in Selling Roses and Other Plants Started in Pots
Told at Chicago Meeting by Kenneth Haysler, of Kansas City Firm*

The subject of my talk is "The Summer Merchandising of Nursery Stock," but I think that the clearest way to get my idea to you is to give a brief outline of the growth of our business at Cloverset Farm, which in turn is the story of our success with this new method of selling nursery stock. Our retail nursery business was organized some years ago to specialize in rose plants and provide the consumers of our city with better plants than they had been buying at a greater price than they had been paying.

We purchased our bushes from growers of good plants and we bought with quality in mind and offered them for sale in the usual manner.

Our plants arrived in cases from the grower and we unpacked and heeled them into the sales yard. During the busy rush of early spring trade we had a veritable madhouse, filling orders on busy days, digging up bundles and heeling them back in, getting plants mixed up and trying to satisfy the inevitable customer who wanted a little bigger plant "like the one he just saw that other salesman pull up." The weather turned warm and the plants started to grow. Long white shoots appeared at right angles to the plants, and soon it was too late to plant a dormant bush.

Storage Troubles.

We have a big storage barn, the basement of which is two-thirds underground. We put our roses in there and tried to keep them cold a little later into the spring. We got them too wet and the canes turned black; we got them too dry and they shriveled. And every season we had plants left over after it was too late to sell them to the customer, and then it was too late to plant them out ourselves.

We found a beautiful rose garden for display purposes and we took orders for fall delivery, but something happened to most of those orders. When our visitors were in the garden in May and June among the beautiful blooming roses they

were crazy with the desire to have a similar bed of their own, but in the following November they had forgotten the beauty of the preceding spring, had lost that universal urge to plant and were thinking of winter, coal and kindred subjects.

In our perennials and shrubs we found the same thing. When the flowering crab and the flowering peach bloomed, everyone wanted them, but later in the fall their beauty was forgotten and the desire to plant was gone.

Solution.

So we decided that potting was the solution to this perplexing problem, and we turned to the clay pot, since it was the only practical means at hand. We potted several thousand roses in 6-inch pots and had moderate success selling these plants, but there were many drawbacks. The pots were entirely too small. We had to crowd the roots into about five pounds of soil, which was not sufficient for proper top development. The soil dried out rapidly and the plants were continually wilting, and during the busy days the time necessary to knock out and wrap up an order was surprising.

Then came more trouble. Our customer put the plants in his car and then decided to drive awhile before returning home. As a result, the plants wilted badly. We needed a much larger pot, one that would hold the roots of a good No. 1 plant without crowding; one that would supply sufficient soil to insure proper growth; one that would not require watering every thirty minutes; one that would be cheap enough to allow giving it away with the plant and so eliminate the necessity of wrapping orders on a busy day. We have found just that in our Cloverset pot.

Dormant Stock Not Neglected.

Now, we do not recommend the abandonment of dormant selling, but rather use this potted and growing stock in conjunction with the dormant sales, and the method permits us to turn smoothly to the sale of

growing stock when the season advances beyond the safe time for the sale of dormant stock.

We sell about twenty per cent of our stock, especially roses, through the mail and, of course, dormant, and we believe that the greatest cause of failure with roses by the average amateur is too late planting in the spring. We limit our mail-order and dormant nursery selling to about April 15, after that time filling all orders from stock growing in pots.

In the early spring, when the dormant selling season is on, we have visiting our nursery and buying stock only those customers who are familiar with the quality of our plants and who are there with the express idea in mind of securing certain plants. To sell them other items requires the time of an experienced salesman, while later, when the plants are in bloom, their beauty acts as their own salesman and the customer sells himself. Having your stock in such shape that the customer may buy it while in bloom or at its most attractive time is modernizing the business.

Varied Line Handled.

While we specialize in good roses we have always offered a choice line of evergreens, trees and shrubbery grown in the field, but the last several years we have added a line of potted shrubs, vines, fruit plants, fruit trees and perennial plants, which have been most successful.

The past spring we purchased 100 red-flowering peach, three to four feet high. These we planted in our pots about April 1 and placed them in a frame, where they leaved out beautifully. In late May the older flowering peach planted around the city bloomed in all their glory, and every visitor to our nursery came with the question, "What is that beautiful red-flowering tree in bloom now?" We told them what it was and they replied, "Oh! I should like to have one of those." We informed them that our potted stock was available for immediate planting and would probably bloom the following year. We sold those 100 trees in a

few days and could have moved another 100, I am sure. Now, I wonder, had we told those people, "Come back in the fall," how many of them would have remembered and returned at that time.

Insurance for Success.

The successful nurseryman cannot consider a sale completed with the mere delivery of a plant. His responsibility must remain in that plant until the customer is thoroughly satisfied, and that means until the plant grows and blooms.

What greater insurance can you give your customer that the plant will live and grow than to deliver it to him in a living and growing condition? And from the standpoint of the buyer of nursery stock, what better assurance can he have of the success of the plant than to buy it in a growing and blooming condition, with fifteen pounds of fine soil, and sure to thrive, even though neglected?

The pot we use at Cloverset Farm is seven inches in diameter and nine inches deep, with the soil capacity of a standard 8-inch florists' clay pot. It is constructed with a heavy felt base, impregnated with asphalt and so designed that it will stand an entire season in the frames—that means from March to November.

Our roses, the strongest No. 1 plants that we can secure, are delivered to us in the regular cases about February 15 and are consigned to a local cold-storage house, where they are held at a temperature of 34 degrees. This insures their keeping in a good healthy condition. We handle about 45,000 plants in 125 varieties. A special shipment of fifty to 100 plants of each variety is packed separately by the growers and this enables us to secure these plants for early mail orders to the south of us.

Soil.

Our soil used in potting these plants is prepared a year in advance and composted in the usual manner, with alternating layers of soil one foot deep and rotted cow manure six inches deep. At potting time, which starts about March 20, this soil is hauled to the soil mixer, and about six bushels of peat moss are added to each truck load (about two yards). This is then run through the power shredder and is ready for the potting benches.

The roses are brought from the storage company, several boxes at a time, as needed and placed in our storage basement away from drying winds. Every effort is made to prevent the slightest drying out of the plants, and only as many plants are brought from cold storage as we can use in about two days' potting.

As the plants are unpacked each one is carefully trimmed, all weak wood being removed and the large branches being cut back to about six inches high. At this time, before any chance occurs for mix-up, each plant is labeled with a printed tag. The plants then go to the potters.

Potting.

The potting men stand at the benches and use small fire shovels for handling the soil. They straighten out a pot, see that the bottom tabs are in place and put about two inches of soil in the bottom of the pot. The plant is then placed in the pot, the potter being careful to distribute the roots evenly and have the crown about one inch below the top of the pot. The plant is held firmly in one hand and the finely shredded soil is placed in the pot with the shovel and then firmly tamped around the roots. The soil is filled to the top of the pot and then vigorously tamped in place by

means of a potting stick. This, we think, is highly important, for roses like a tight soil, and this is the reason for the large quantity of staples used in fastening the pot. After the soil is thoroughly tamped, additional soil is placed to bring the soil level about one inch below the top of the pot and just even with the crown of the plant. This makes it possible to tell the customer to plant the ball of soil and the plant one inch below the surface of his rose bed.

Handling in Frames.

The next step is moving the plants to the frames. The potter tips the potted plant slightly, places his hand under the bottom tabs to prevent soil from spilling out of the bottom and sets the plant in a flat made to hold six. These flats are then hauled to the frames.

Each frame is six feet wide and twenty-seven feet long and will hold 500 plants. After the frame is filled, the plants are thoroughly watered. After the plants are once watered and the soil is settled into the pot, no more concern need be given the bottom tabs, for they are sealed in place by the moisture in the soil.

Root action and growth are essential for successful top action. The one thorough watering of the pots is all that is necessary, but for the next ten days or two weeks the tops of the plants must be protected from the drying effects of sun and wind to prevent the drying out and shriveling of the canes. For this purpose we have burlap blankets, which fit over the entire frame and hang down the sides. This burlap is sprayed lightly every two or three hours on dry days to keep the atmosphere moist around the plants.

Fast Growth.

We make every effort to have our potting out of the way by April 10. In ten days or two weeks after potting, root action develops and the eyes begin to swell and break. As soon as this occurs and the small leaves begin to appear, the burlap is removed and not used again unless heavy frost threatens. The growth comes on fast with warm April days.

When the selling season opens, we do not have to use all our powers of salesmanship to convince our

(Concluded on page 18.)

HOW IT WORKS—

"We have sold all our seedlings through the advertisement in the American Nurseryman. Thanks!" —Mount Vernon Nursery, Mount Vernon, Wash., Dec. 11, 1936.

AND WHY—

"Enclosed is renewal of your magazine. It is the best of its kind." —O. E. Dill, Carmi, Ill., Dec. 4, 1936.

"I cannot get along in my business without the American Nurseryman." —Meroney Nursery Co., Mocksville, N. C., Dec. 7, 1936.

"I find the American Nurseryman a most interesting and instructive paper and do not understand how anyone interested in nursery work, landscape design or garden construction can get along without it. Many articles that appear in the course of a year are alone worth more than the subscription price." —Charles Kenney, 1332 W. 90th St., Los Angeles, Calif., Jan. 2, 1937.

LET IT SERVE YOU—

The large circulation in the trade and the close interest of readers in its contents explain the excellent returns received by advertisers in the American Nurseryman.

Flowering Onions for the Garden

Decorative Species of the Genus Allium That Will Add Variety to List of Nursery Offerings—By C. W. Wood

The genus *allium*, of which the garden onion, garlic, chives and leek are well known representatives, offers not a little good decorative material. It is not to be expected that all the species of so large a genus (it numbers perhaps more than 300 distinct kinds) would be useful in gardens, and we do find many of them rather inconspicuous and not a few, including the naturalized pest, *A. vineale*, too weedy to be admitted to any planting. There are, however, a large number of really good ornaments among them, many of which are little known in gardens. It will be the purpose of these notes to point out a few of the latter, with the hope that they may be the means of adding a little variety to the list of easily grown material now being offered in nurseries.

For convenience we shall divide them into two classes, native and exotic, not from any systematic or cultural standpoint. As to the latter, there are few difficult problems to be solved, most species now available being easily grown in ordinary garden soil in either sun or shade according to their nature, all of which will be pointed out under the different headings.

Of the natives we shall let *A. stellatum* head the list, not that it is put forward as being the best of all American onions, though it is a most satisfying plant and doubly useful because it blooms in late summer, but rather that it is a perfect example of a good native which has had little consideration from American gardeners. It grows naturally from Illinois, Wisconsin and Minnesota westward. Just how far westward I do not know, but I have seen it decorating in large masses rocky slopes throughout the prairie and plains states as far west as the Rockies. Given a similar situation in the garden, it makes a tuft of leaves quite like the common *A. cernuum* of the eastern states, and then in late August and early September it hangs out its nodding umbels of rosy violet flowers, which remain in good condition for almost

a month. Incidentally, I have found the flowers quite good for cutting, the color being pleasing and the heads lasting a long time in water.

A. acuminatum, a species from the far west, is another onion that has been found useful for cutting and, in addition, has most of the good points of a good garden flower, including ease of culture in dry, sunny soil and beauty of flower in its deep pink blooms with contrasting pale yellow anthers. It is spoken of in literature as growing four inches or more high, but most material I have grown has been about twice that height. One more dry soil species, *A. fimbriatum*, will be enough for that class of natives. This southern Californian has proved barely hardy here in northern Michigan, the winter of 1933-34 proving too much for it, but it should be a good rock garden plant for the southern states, where the alpine species, like *A. crenulatum*, would probably prove troublesome. *A. fimbriatum* is an attractive little plant, rarely more than three inches high in a lean, dry soil, with pointed petals of rosy purple.

At least three good western onions, *A. brevistylum*, *A. crenulatum* and *A. validum*, that I have grown need a moist soil, at least when grown under midwest conditions. All three are worthy of this little extra care. The first of these is a mountaineer from Wyoming, producing showy heads of deep rose flowers on foot-high scapes in early summer. It is said to grow naturally in moist meadows on mountain sides just below the alpine regions and requires a similar growing medium in our climate and is perhaps best in light shade here. *A. crenulatum* is not an easy plant to grow, according to experience here, and may not be worth the effort to make it happy in lowland gardens in the east, though its pale pink flowers on 3-inch stems are not without value. It seems to need a moist moraine soil and perhaps shade during the warmest part of the day if the climate is hot. Planted in a rich, moist soil, *A. validum* may give a 20-inch or higher

scape of rose-pink flowers in showy, somewhat erect heads. Such a performance makes a pleasing garden picture and, consequently, a worthwhile plant.

The continent of Asia is well blessed with alliums, and the species seem to be hopelessly confused in gardens, so that it is sometimes difficult to make plain what one is talking about. But that need not deter anyone from growing the plants, most of which are of easy culture, though not all are reliably hardy this far north.

Perhaps the bluest of the blues is *A. azureum*, or perhaps the name should be *A. ceruleum*, though that is not apparent from the texts on hand. Anyway, this Siberian onion is blue, not by courtesy, but really azure blue without a trace of violet, lavender or rose, which so often mars the so-called blue onions. It grows from one to two feet high, varying in stature for no apparent reason, and produces its starry umbels for several weeks in May and June. Of about the same season, though its dangling bells are of a deeper shade of blue and the flowering stems are not over six inches high, is a Chinese species, *A. cyaneum*. I have had exactly the same thing under the name of *A. dasystemon* and so presume these two names are synonymous. *A. kansuense* is spoken of in some quarters as being also a synonym of *A. cyaneum*. As grown here, it appeared to be the same thing except that it was taller, sometimes twice as tall, and perhaps the flowers are a little larger. *A. Beesianum* is said by English gardeners to be of somewhat the same shade of blue and is reported as flowering in late summer. If that is true, we should have it on this side to carry our blue onion season into that period. *A. Purdomii*, from Tibet, is another blue-flowered, 6-inch Asiatic of promise.

I have had two pink-flowered species from eastern Asia, *A. Rosenbachianum* and *A. yunnanense*, that have more than the ordinary amount of garden value, though the latter appears to be a little too tender for

the cold of northern Michigan. It is a dainty little thing, not over three inches high when it is carrying its pink-tipped, white, tubular bells. *A. Rosenbachianum* is a stately plant, bearing large, showy umbels of rose-colored flowers on 18-inch to 24-inch stems during June.

In western Asia, on the high plateaus in Turkestan, is found one of the most unusual onions I have ever seen. The broad, ovate leaves of this species, *A. karataviense*, with their blue green color, are just as decorative as the spherical heads of gray pink flowers with reddish stamens and pistils on 10-inch stems. The flowering period is said to cover the month of May in the native habitat, but falls a month or more later here, the foliage being quite tardy in starting into growth. The same part of Asia gives us another out-of-ordinary species in *A. Ostrowskianum*, a 10-inch plant with carmine pink flowers freely produced during July. Both species mentioned in this paragraph are for sunny situations in open soil.

Europe gives us a large number of good species, though space will not be adequate to touch upon all at this time. Some, like *A. neapolitanum*, are not hardy to far north and will be omitted, while others are of more interest botanically than they are to the gardener. Because of its bright yellow heads for close to two months in early summer, a color unique in the genus so far as I know, *A. Moly* deserves a place in every garden. It is easily grown under common onion culture and, although coming from southern Europe, has been quite hardy here. It is, however, one of the few species whose seeds do not germinate easily, usually needing the benefit of fall sowing outdoors to yield a good stand. Europe is particularly well blessed with good pink onions, not the least beautiful of them being *A. pulchellum*. This is a foot-high plant when it is in flower in July, producing pretty rosy lavender to violet purple flowers, though usually showing a suggestion of pink, with relatively long whitish flower stalks giving the appearance of illumination from within. Plants that I have had under the name of *A. carinatum* were not visibly different from *A. pulchellum*; so I take the two names to be synonymous. *A. pedemontanum*, which appears to be

the same as *A. narcissiflorum*, is close to the top of the rock garden onions, its height of five inches or so and its large dangling bells of wine-red during July making a bright spot in the garden at that difficult time.

Not many white-flowered onions that I have seen are of any great value in the garden, though a few, like *A. victorialis*, with its conspicuous, broad foliage tufts and large umbels of greenish white flowers in late spring, are good for the wild garden and for naturalizing. Despite Farrer's disparaging remark that the flowers of *A. triquetrum* look "like the ghost of a dead white flower drowned long ago in deep water," that species has undoubted garden value and even he admits that "the plant has great attraction." The long, narrow foliage, often curled at the tips, is good in itself, but when the 6-inch stems are hung with large, pendant, pure white bells with fine lines of green down the back of each petal during May, the plant is a most pleasing one.

Most of the species mentioned are easily grown from seeds sown in spring, the one exception noted, *A. Moly*, being better for fall planting. In some cases where variation in color of flower is marked, vegetative propagation of particularly good color forms is often desired. And that is easily accomplished by division of the stools.

STUDY POISON SPRAYS.

At the request of Secretary of Agriculture Wallace, the National Academy of Sciences, through its president, Dr. Frank R. Lillie, has appointed a committee of nationally known scientists for the exclusive purpose of reviewing the research program on the toxicity of lead and arsenic now under way in the food and drug administration.

The problem of the degree of toxicity of lead and arsenic occurring in the form of spray residues on fruits and vegetables has long been a troublesome one. Authorities differ upon the amounts of these poisons which may be consumed without damage to health. The present tolerances were adopted on the basis of advice given by a committee of nationally known toxicologists called together for consultation about ten years ago. That committee recommended further researches.

With an increase in appropriation for the enforcement of the food and drugs act granted the Department of Agriculture two years ago by Congress, the food and drug administration organized a division of pharmacology for the purpose of selecting competent personnel and formulating a comprehensive program of research on the toxicity of lead and arsenic as well as on other problems. The complete staff consists of twelve technically trained men, including eight biochemists and nutritionists, three pharmacologists and one pathologist.

As the first and most important project, the study of the toxicity of lead and arsenic will be continued over a period of some years, with the objective of giving a scientific answer to the question as to what are safe tolerances for these poisonous substances.

PROTECTIVE COATING.

Further work in the laboratory and in the field has demonstrated the value of certain protective coatings for the prevention of winter windburn of conifers and for moving and transplanting nursery stock later than the normal shipping season without drying. In cooperation with the Michigan state highway department, a roadside planting experiment was conducted to test the practical application of the wax emulsion developed at Michigan State College. In the test 535 Norway pines four to five feet in height were used. Approximately 300 were sprayed with the wax emulsion after baling and burlapping at the nursery, and the remainder were left untreated for control. The trees were then transported 100 miles and planted. One year later the count showed that there was a loss of 9.1 per cent among the sprayed trees as compared with 18.7 per cent for the untreated trees. In view of the fact that there had been favorable timely periods of rainfall during the growing season, the cutting in half of the losses seems particularly significant.

Details of the preparation of these protective coatings may be found in United States patent No. 2,013,063, "Method for the Protection of Plants for Desiccation," granted September 3, 1935, to E. J. Miller and assigned to the Michigan state board of agriculture.

Record Attendance at Chicago

*Twenty-first Annual Meeting of Illinois State Association
Sets Mark for Popular Midwinter Gathering of the Trade*

Starting its third decade, the Illinois State Nurserymen's Association had probably the largest attendance in history at its twenty-first annual convention, at the La Salle hotel, Chicago, January 13 and 14. Always a gathering point for midwinter buyers and sellers because of its central location, the convention saw increased attendance on that account. Besides that influence and the attraction of a program of special interest, there was the conference of state and regional organization representatives from all parts of the country on invitation of the executive committee of the American Association of Nurserymen to consider its reorganization plans, drawing two score more.

Though many nurserymen were still in the lobbies nearly 150 gathered in the meeting hall when President Elmer L. Clavey called the first session to order Wednesday afternoon, January 13. Getting down promptly to business, he read a short official address, reviewing the work of the association and its committees during the past year and issuing an emphatic message to members not to overdo propagation so that a large surplus will take the place of the present indicated shortage.

"During the past year the sales of nursery products have increased considerably, and prices are becoming somewhere near normal, undoubtedly due to the elimination of surplus plant material," said President Clavey. "In working out your new propagation lists, I want to caution you, especially the retail nurserymen, it is far better that we have a shortage than it is for us to have a large surplus. Surplus plant material means but one thing—sales below cost of production. Let us not be misled by our sales volume during the past year; no doubt a large percentage of these sales are due directly or indirectly to the purchases made by federal, state or local governments; so in working out a sane propagation program, let us take that into consideration.

"From present indications it looks as though we are all going to have to keep a better set of books. It seems to me that we have all inherited a new partner, and that partner is going to insist on an accurate set of records that are available at all times. When Lester C. Lovett tells you about the various federal laws and rulings as they effect the nursery industry, you will have no trouble deciding who that partner is going to be. My main object in talking about keeping a better set of books is not for the purpose of telling you that you are going to have a partner, because most of you know that now, and those that don't are going to find it out rather soon. It is my belief that if every nurseryman, regardless of the size of his business, had kept an accurate set of books, we never should have seen some of the prices which we saw during the past years. We all know better than to trade dimes for dollars, and that is exactly what a good book-keeping system would have shown us. So with the help of our silent partner,

a good many of us are going to learn more about the financial end of our business. We are also going to realize what an important part our association and the national association are to the nursery industry; we are going to realize the importance of being members of our local associations and of the national association. It is the duty of every nurseryman to bear his proportionate part of the expense of these associations. For years it has been necessary for some one to assume the responsibility of the various associations and to do the work; so the least we can do is to pay our dues and give them our full support."

Reporting as treasurer, Ernest Kruse indicated receipts of \$715 in the past year and disbursements of \$620.17, leaving a current balance of \$677.34, plus about \$200 in dues collected at the convention.

Lovett on Laws.

Lester C. Lovett, Little Silver, N. J., past president of the A. A. N. and chairman of its Washington contact committee, in an address on "Federal Laws and Rulings as they Affect the Nursery Industry," reviewed a number of pieces of legislation most important to the industry. The Jones-Norris bill, killed at the last session of Congress, has reappeared under the name of the farm forestry act, which requires revision to avoid putting the government in the nursery business. The Robinson-Patman law, regulating prices and terms, may or may not affect this industry, but nurserymen should be extremely careful, Mr. Lovett said, not to sell at a lower price to one customer than to another or to differentiate as regards terms or discounts between customers of like character. There is another bill proposed by Senator Patman which would prevent the manufacturer or producer from selling direct, which would have an exceedingly vital influence on nurserymen. Another Patman proposal is that of a tax on merchandise shipped into states having

a sales tax from other states without such tax.

Senator O'Mahoney, of Wyoming, will introduce a bill to require a federal license for corporations engaged in interstate commerce, conditioned on their compliance with definite labor standards such as hours and wages, collective bargaining and similar principles. This might affect nurserymen in a number of different ways.

The social security act, he said, is of more importance since the ruling by the bureau of internal revenue, disclosed this week, that service performed by nurserymen's employees does not constitute agricultural labor within the meaning of the act. He said he had already written to the commissioner of internal revenue asking a hearing on this matter, and if the ruling is not changed as to field labor, he favored a test case on that point. While there is apparently some division of opinion as to the desirability of nurserymen's employees' being considered as agricultural labor under the provisions of the social security act, he thought that the ruling might have far-reaching effect in the event that a new law similar to the N. R. A. were put on the statute books. He asked finally for a show of hands, and those present indicated their approval of his plan to make a fight on the announced ruling.

Washington Representative.

Benjamin J. Greening, chairman of the Washington representative finance committee, was given the floor to report on the collection of funds, which he reported as \$4,200. By the end of the convention, it may be added, the total reached nearly \$6,000. Mr. Greening drew attention to the federal legislation which required unremitting attention at Washington.

"We are struggling daily with taxes upon taxes, with legislation and more legislation, and finally with ambitious governmental agencies which persist in absorbing our business," asserted Mr. Greening. "The hazards of the elements, the perils of crops, the uncertainty of profitable markets, together with the apprehension of financial stability which the nurseryman lives in, are well-nigh enough to drive him to desperation and despair.

"Of all of the difficulties that his profession demands that he swallow, the worst of all is the insatiable, perennial, everblooming desire of some of the ambitious governmental agencies to go into the nursery business under the guise of reforestation, soil-erosion control or shelterbelting the northern hemisphere.

"Now, let it be clearly understood that we are 100 per cent for reforestation, soil-erosion control and all other activities that will increase the resources of the land. But let it be forever understood that we are unalterably opposed to government in business. In that statement there is no compromise! In that statement there never can be a compromise! Government was and is instituted for the pur-



Elmer L. Clavey.

pose of protecting and promoting business enterprise, rather than absorbing it.

"With this ever-increasing legislation, we, as nurserymen, will be helpless until, through organized cooperative effort, we make ourselves heard before the law-making bodies at our national capital. We must mobilize our army into a solid phalanx of soldiery and, with it, generate an economic power that can demand fair play and justice for our profession from those governmental agencies which persist in harassing instead of promoting us or which persist in robbing our interests instead of protecting them.

"When Mr. Siebenthaler, president of the American Association of Nurserymen, handed me a commission to work on the Washington representative finance committee, I accepted it as a common duty that I owe to the association. The duty of this committee is to take subscriptions to a fund which will make possible a permanent representative of the nursery industry at Washington. Each state was assigned a quota based on the dollar volume of nursery business done, according to statistics of the United States Department of Agriculture. A chairman was appointed for each state, pamphlets and subscription blanks were mailed to him, and he then selected his subscription list and contacted the individual subscribers of his state.

"We are living in an age of organization and must meet governmental organization with nurserymen's organization. Rugged individualism or state organization will never reach our goal. We must meet the federal agencies with a solid, nation-wide organization, headed with plenty of cash to carry out our objectives; namely, to get the government out of the nursery business, keep it out of the nursery business, have it use a little less cash for the battleship which ruins and destroys, and use a little more cash for nursery stock, which builds and beautifies."

Illinois Inspection Problems.

H. F. Seifert, who succeeded P. A. Glenn as chief plant inspector April 1, 1936, after having acted as an inspector for the past twenty years, spoke on "Current Inspection and Quarantine Problems in Illinois." He briefly narrated the history of the Japanese beetle in this country until its arrival in Illinois a year ago, requiring small spot quarantines. He outlined the restrictions on the growing of white pines on account of the blister rust, so that nurserymen who may have such stock might provide for its protection according to the state regulations.

Morton Arboretum.

C. E. Godshalk, superintendent of the Morton Arboretum, Lisle, Ill., talked most interestingly about this notable collection of plants near Chicago, which will be visited by those in attendance at the A. A. N. convention next July. The Morton Arboretum was founded in 1922 by Joy Morton, who established an endowment to finance the institution after his death. Originally 419 acres, it has now reached a total of 721 and eventually will include between 1,300 and 1,400 acres, Mr. Godshalk said. Approximately 4,700 species, varieties and hybrids are now included in the living plant collection. Roads are being built to make the grounds more accessible to the motoring public. The administra-

tion building houses an extensive library and a large herbarium, so that much information is available for public use, and nurserymen may avail themselves of the service at any time.

The concluding address of the first session was that on "Summer Merchandising of Nursery Stock," by Kenneth Haysler, of the Cloveret Flower Farm, Kansas City, Mo., which is published in full elsewhere in this issue.

Trade Association.

The second session opened the following afternoon, January 14, with a luncheon followed by the address of Philip P. Gott, manager of the trade associations department of the Chamber of Commerce of the United States, Washington, D. C. He outlined in a general way the possibilities of associations serving the industries they represent. Generally these services include five general divisions, production, distribution, employment, finance and public relations, the last also including government relations and legislation. The 600 trade associations which are members of the United States Chamber of Commerce, he said, altogether perform 208 types of services. No association can include all of these, and each renders to its particular industry the services most needed.

Sales Promotion.

There was real meat in the address on "Modern Sales Promotion" by R. R. Cunningham, director of sales promotion of the La Salle Extension University, Chicago. He declared that the greatest handicap to profit is the belief, commonly held, that one's business is different from others. The operations may be dissimilar, he said, but the principles of merchandising are the same. These must be borne in mind if the producer wishes to expand his market and develop his particular enterprise to the extent possible.

There are four ways to increase sales, said Mr. Cunningham, to increase the number of contacts, to sell more persons out of those you contact, to sell more to each customer, and to sell customers oftener. Producers, he said, do not like to make contacts, hence limit their sales. But it is established that out of a certain number of contacts a number of sales develop. So by increasing the number of contacts, at the same time the number of sales is increased. The answer is to make more contacts, by the display of merchandise, by the use of the telephone, by advertising in

its various forms and by inducing present customers to bring in more customers. Too many business men rely upon one piece of mail advertising to bring results, whereas a fundamental principle of advertising is repetition. A long-range program is necessary to produce the desired results.

To sell more persons out of those with whom contact is made, it is necessary to develop confidence through prompt and courteous attention and service. More may be sold to each customer in the nursery line by a long-range program of developing the individual's grounds from year to year. Customers may be sold oftener by bringing them back. A prospect record and a customer's record should be kept, so that a definite follow-up will develop sales.

Practices in Propagation.

Opening his talk on "New Practices in Propagation," Dr. L. C. Chadwick, of Ohio State University, said there was a decline in interest in propagation as sales dropped off in recent years. This will prove disadvantageous as demand increases, because stock which takes six years to reach the selling stage has not been started in adequate quantity. The consequence is that overeager propagators may put their efforts on the more easily grown items, instead of maintaining a consistent output of the more difficult or the slower-growing varieties as well. His comments on propagation practices, he said, were aimed not at increased propagation, but at more economical propagation.

He distributed a mimeographed summary of the most important contributions to propagation practices in the past five years, not an easy compilation. So far as propagation by seeds is concerned, he said, the trend is toward better methods of controlling damping-off and toward means of overcoming dormancy or the rest period to obtain quicker germination. The latter problem involves four classes of seeds, the first having an immature embryo when the seed falls, relatively uncommon among commercial plants; the second and numerous class includes those having a seed coat that must be broken; the third requires a distinct rest period, which may be provided by a cold temperature, about 40 degrees; the fourth is a combination of the sec-

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ond and third classes and the answer is, in general, stratification at 70 to 75 degrees for three or four months and then ordinary storage for three or four months at 40 degrees' temperature. This requires a six to eight months' period, which in some cases may be reduced by treatments of the seed with sulphuric acid or some other chemical. Some experiments have shown that stimulus might be provided by exposure to light, particularly of red and orange rays, but more scientific experimentation is necessary to make this procedure of definite value.

Little has been done, comparatively, on propagation by budding and grafting in recent years except the studies of stocks. On propagation by cuttings, anatomical studies have been of value. Others have been concerned with the rooting medium, bringing peat moss into more general use. The type of cuttings and of the materials taken for cuttings has been given consideration.

Recent experiments have to do with growth-promoting chemicals, some of which are now offered commercially. These have been demonstrated to be of actual value and are used by nurserymen and florists. Still further study is required to determine their full value.

L. A. Moore, of the bureau of plant industry of the Illinois department of agriculture, spoke briefly about the department's cooperation with nurserymen.

Election of Officers.

The session concluded with an executive session and the election of officers.

Arthur H. Hill, Dundee, was elected president; Ernest Kruse, Wheeling, vice-president; Arthur L. Palmgren, Glenview, treasurer, and Miles W. Bryant, Princeton, secretary. Henry Bock, Naperville, was reelected director.

The resolutions committee, of which Gerald Nelson is chairman, reported on the recent death of A. F. Goerwitz, of Swain Nelson & Sons Co., and also upon the retirement of P. A. Glenn as chief plant inspector, indicating the nurserymen's support of his successor, H. A. Seifert.

Trade Exhibits.

The lobby of the eighteenth floor of the La Salle hotel, outside the meeting room, provided excellent facilities for visiting and for inspecting the few trade exhibits that were set up.

John Holmason, proprietor of the Pacific Coast Nursery, Portland, Ore., again showed the fruit tree seedlings he produces, and he also dispensed apple juice to quench visitors' thirst.

A. M. Leonard & Son, Piqua, O., displayed a large variety of nursery tools, chiefly cutlery.

A. Wiegand's Sons Co., Indianapolis, showed several large specimen balled evergreens as indicative of its splendid stock.

B. F. Conigisky, Peoria, Ill., exhibited his plate books.

Frank N. Walsh, Oshkosh, Wis., showed charts on which landscape drawings might be made to scale more quickly and easily.

The Garden Shop, Inc., combined with Danbury & Eagleson, Kansas City, Mo., showed photographs and stereopticon slides of its automotive tree movers, which range from a large power winch mover down to a hand wheeled evergreen carrier.

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Superintendent of Parks and Forestry
Board of County Road Commissioners, Wayne County, Mich.

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Meet at Kansas City

**Western Association Holds Annual Convention,
Missouri and Kansas Bodies Elect New Officers**

Scarcity of stock, increased demand and a general improvement in the business were themes at all of the sessions of the annual convention of the Western Association of Nurserymen. The forty-seventh annual meeting of this association was held January 5 to 7 at the Hotel President, Kansas City, Mo.

Officers elected were: President, C. C. Smith, Charles City, Ia.; vice-president, Charles Williams, Kansas City, Mo.; secretary-treasurer, George W. Holsinger, Kansas City, Kan. Directors elected for a 3-year term were George Skinner, Topeka, Kan., and William A. Weber, St. Louis, Mo.

Retailers' Meeting.

The opening session Tuesday afternoon, January 5, was devoted to a meeting of retail nurserymen, with Chet G. Marshall, Arlington, Neb., acting as chairman. Mr. Marshall discussed in a general way the availability of stock for the coming year and government projects which concern the nursery industry. Stock, he said, was scarce and would continue to be so for another year or two. The distribution of trees by the federal government in shelterbelt work is of vital interest to nurserymen, he declared. The planting of shelterbelts was originally confined to the plains states, but this and similar projects have been carried on throughout the country.

Norris-Jones Bill.

The Norris-Jones bill, introduced in Congress last May, plans to perpetuate the shelterbelt idea, Mr. Marshall said, but it was first intended as only a relief measure to provide employment for the needy as well as to seek to prevent soil erosion. Due to the activity of nurserymen, Mr. Marshall stated, the Norris-Jones bill did not get out of the House committee at Washington, although it had passed the Senate. This bill, providing for the distribution of trees and shrubs to farmers, is said to be loosely drawn.

Another bill, differing only slightly from the Norris-Jones measure, was later drafted, he explained. A com-

mittee of nurserymen met with Dr. Silcox, chief forester at Washington, D. C., and presented their side of the matter. It was set forth that trees distributed by the federal government should be for a specific purpose, not for home plantings, and the market should be protected for the nurserymen. The nurserymen pledged their support to any plan for the general good of any section of the country, but asked in return that they be given fair consideration. The Washington authorities contacted agreed with this sentiment and promised to work over the Norris-Jones bill. There the matter now rests, Mr. Marshall told his hearers.

Federal Activities.

The soil conservation program, he added, is still running wild so far as definite terms are concerned. In relation to this measure also the nurserymen have pledged their support if the plan is made workable for the general good. The Department of Agriculture is seeking to coordinate the distribution of trees through fewer agencies and it is believed that the matter will be worked out satisfactorily.

Answering questions about the progress of these government plans thus far, Mr. Marshall said that the authorities are adhering closely to species which have survived in the various parts of the country. Federal reports show that about sixty per cent of shelterbelt trees have survived the recent droughts. The government has established many nurseries; this is one of the chief points on which the nurserymen are centering their efforts for cooperation by the government representatives. Dr. Silcox has promised to have a bill prepared which will take cognizance of the rights of nurserymen to sell their stock. When such a bill is drafted it will be presented to the nurserymen and if considered fair by both sides will be put into effect. The social security act was discussed.

Reports of Business.

Reports of business conditions by the retailers showed that in the southern part of Iowa orders are rather diffi-

cult to secure, while in the northern section of that state business is ahead of last year's. Collections, it was said, will be as good in the spring as they have been for a number of years. Farmers in southern Iowa are buying feed, but, on the whole, business is on the upgrade. Farmers in the drought-stricken parts of the country have no money, but city business is better. Trees are still wanted for home planting as well as for commercial purposes.

Ernest Haysler, of the Cloverset Flower Farm, Kansas City, Mo., who has been in the nursery business for several years, contended that farmers do not go in for home orchards as they did formerly, that they prefer to buy apples and other fruit at the grocery instead of waiting for their own trees to bear. His theory was questioned by the majority of the retailers. The farmer is just as much in the market for trees today as he ever was, it was contended. The depression has taught the farmer to produce as much as he can for his family's needs. If he does not do this his family will go without many necessities. As soon as he can earn the money to get the things he and his family want he will buy trees just as he used to do. Mr. Haysler added that the last year was the best he had ever had and that he made more money than ever before.

A. J. Bruce, Des Moines, Ia., reported the spring business of 1936 the best in years. Compared with 1920, however, he said, it seemed small. It was agreed by all that the margin of profit is still small and that it is difficult to raise retail prices.

General Convention Session.

The general session of the association opened Wednesday morning, January 6, with President E. L. Baker, Fort Worth, Tex., presiding. Mr. Baker read his report for the year, and George W. Holsinger, secretary-treasurer, read the minutes of the last meeting and presented his reports. Applications for membership were received and new members were introduced.

After luncheon, the convention assembled to enjoy a trio of sound films, "Plant Growth," "Roots of Plants" and "Flowers at Work." They were presented through the courtesy of the University of Wisconsin.

"The Weather Man's Job" was the subject handled by Andrew M. Hamrick, in charge of the meteorological service at Kansas City. Mr. Hamrick

Truehedge Columnberry

Barberis Thunbergii Pluriflora Erecta



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A rather limited supply is available for spring 1937. The established prices are as follows:

SIZE	WHOLESALE			RETAIL			
	Per 10	Per 100	Per 1000	Each	Per 5	Per 25	Per 100
9 to 12 inches.....	\$1.40	\$11.00	\$95.00	\$0.30	\$1.15	\$4.50	\$16.50
12 to 15 inches.....	1.75	14.00	125.00	.35	1.40	5.75	21.00
15 to 18 inches.....	2.20	18.00	160.00	.45	1.75	7.50	27.00
1 1/2 to 2 feet.....	2.80	24.00	210.00	.60	2.25	9.75	36.00
2 to 2 1/2 feet.....	3.75	32.5075	3.00	13.75	50.00

The large complete book depicting the "Ready-Made" hedge is available upon request. Purchases may be made direct from the Cole Nursery Co. or from the following licensed distributors:

Adams Nursery, Inc., Springfield, Mass.
Bay State Nursery, North Abington and Framingham, Mass.

C. R. Burr & Co., Manchester, Conn.
Henry A. Dreer, Inc., Philadelphia, Pa.

Fairview Evergreen Nursery, Fairview, Pa.
I. E. Ilgenfritz Sons Co., Monroe, Mich.

Jackson & Perkins Co., Newark, N. Y.
Lester C. Lovett, Little Silver, N. J.

Mount Arbor Nurseries, Shenandoah, Ia.
Princeton Nurseries, Princeton, N. J.

E. D. Smith & Sons Co., Winona, Ont., Can.
Stark Bros. Nurseries & Orchards, Co., Louisiana, Mo.

Shenandoah Nurseries, Shenandoah, Ia.
Storrs & Harrison Co., Painesville, O.

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The COLE NURSERY Company (Est. 1881) Painesville, Ohio

"Everything That's Good and Hardy"

Oregon-grown ROSEBUSHES

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PETERSON & DERING, Inc.
Wholesale Rose Growers
SCAPPOOSE, OREGON

New Rose TEXAS CENTENNIAL (Red Hoover)

Plant Patent No. 162

Ask for color illustration
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Also for our general list
of roses.

DIXIE ROSE NURSERY
Tyler, Texas

ROSES! ROSES! TWO CARLOADS!

If you are interested in buying one or
more carloads of Roses, write

TROUP NURSERY COMPANY

Troup, Smith County, Texas

We have two carloads of extra fine
Roses, covering 60 varieties. We can
also supply local shipments.

Write immediately.

ROSES

Hardy, two year, field-grown budded
stock. Finest stock ever grown.

Write for List.

Lang Rose Nurseries
Box 702-A, Tyler, Texas

HARDY AZALEAS

Kaempferi, Poukhanensis, Schlippenbachii, Mu-
cronulata, Vaseyi, Enkianthus Camp., Juniperus
Rigida, Taxodium Dist., White Spruce, Norway
Spruce, Austrian, Limber Pine, Specimen Yews,
12 to 15-foot spread.

Send Want List

BRIMFIELD GARDENS NURSERY
245 Brimfield St., WETHERSFIELD, CONN.

Tree Peonies and all other types
New Hybrid Lilacs, Evergreens
and other Specialties.

The Cottage Gardens
Lansing, Mich.

presented maps and charts used in the
forecasting of weather conditions and
showed the various instruments used in
his work, all on a moving screen. He
also answered questions pertaining to
the forecasting of weather changes in
this district. The accuracy in forecast-
ing is between eighty and eighty-five
per cent, Mr. Hamrick said. There are
200 weather bureaus in the United
States and 500 stations for temperature
readings and the measuring of moisture.

Chet G. Marshall gave a report of
the Dallas convention of the American
Association of Nurserymen. That con-
vention, he said, was well attended,
especially by southern nurserymen. The
address by J. M. Bennett, Detroit,
Mich., author of "Roadsides, The Front
Yard of the Nation," a book on high-
way planning, was one of the outstand-
ing features of the program, Mr. Mar-
shall stated. The paper by J. L. Gobles,
landscape engineer for the state of Tex-
as, Mr. Marshall said, should be in the
hands of every highway engineer.

The Norris-Jones bill was discussed
at this general session by Mr. Marshall
in much the same manner as he had
presented it at the meeting of retail
nurserymen the day before. The distri-
bution of stock should be definitely al-
lotted and homestead plantings should
not be supplied free of charge. Mr.
Marshall repeated that he felt that the
nurserymen had gained ground after
their conference with Dr. Silcox at
Washington. The matter of a Wash-
ington representative to watch the in-
terests of nurserymen was mentioned.
Some funds have been raised for this
purpose, but there is still a division of
opinion over the appointment. It is be-
lieved that a contact man should be
employed, for full or part time, to keep
in touch with Congress and matters of
importance to the nursery interests.
Mr. Marshall said in his opinion the
nurserymen had been lax in cultivating
the acquaintance of state and federal
officials. Nurserymen should keep in
close touch with state colleges and fed-
eral agencies.

Activities of Landscape Men.

Ralph B. Ricklefs, Salina, Kan., told
of the forming of the Association of
Kansas Landscape Architects. The as-
sociation has about thirty members,
most of whom are graduates of the state
college. One of the purposes of the
association is the education of the pub-
lic in landscaping. The members will
provide exhibits for meetings of garden
clubs and other groups. The associa-
tion had an exhibit of drawings at this
convention.

Prof. George A. Dean, of Kansas
State College, Manhattan, Kan., gave a
talk on the grasshopper situation. Cli-
matic conditions have a tremendous in-
fluence on insect life, he said. Losses
by grasshoppers last year were greater
than ever known, this speaker said.
They damaged agricultural products,
shrubs and trees. In counties where
the pests were severe the farmers had
the matter of poison mash to deal with,
sometimes having to put this out four
or five times. The most complete sur-
vey of the grasshopper situation ever
made in Kansas was made last fall. Pro-
fessor Dean stated that a resolution has
been presented to Congress asking for
an appropriation of \$5,000,000 for in-
sect study. This fund is to be well
guarded and carefully expended.

After Professor Dean's address, Wil-
liam A. Weber, St. Louis, Mo., pre-

"J & P"

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ASK FOR
NEW ROSE BROADSIDE

in four colors

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Write for Special Quotations

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Burr's Quality Forcing Roses

Heavy branched, well rooted, excellent
quality. Large list of varieties.

\$3.00 per 10, \$25.00 per 100

C. R. BURR & CO., INC.

Dept. A

Manchester, Conn.

Princeton Nurseries of PRINCETON, N. J.

SUPERIOR
Hardy Ornamentals

LINING-OUT STOCK

Connecticut Valley Grown

Seedlings - Rooted Cuttings
Evergreen and Deciduous

Write for List

C. E. WILSON & CO., INC.
Manchester, Connecticut

Canterbury Boxwood

Buxus suffruticosa and *B. sempervirens*.

Selected uniform plants; bushy and foliaged to
center; masses of fibrous roots. Finished speci-
mens from 4 inches up, ready for quick shipment.
Prices lower, plants larger. Ask for special list.
CANTERBURY. Box A, Easton, Md.

sented a paper on "True-to-Name Nursery Stock and Substitution."

At the general session Thursday morning, January 7, A. J. Bruce, Des Moines, Ia., read a paper "During Periods of Depression Should Old Methods of Merchandising Be Discarded for New?" This paper had been prepared by E. H. Smith, York, Neb., who was unable to be present.

Henry B. Chase, Chase, Ala., discussed "Federal Legislation." The social security act occupied most of the speaker's attention. Mr. Chase protested that he knew almost nothing of the workings of the measure, but he said that like many others he was waiting for a ruling on the nursery industry. He told of a conference in Washington and read excerpts from a booklet on the two divisions of the act. (A ruling was made January 11, as reported elsewhere in this issue.)

R. M. Gwynn, Shenandoah, Ia., said that his firm planned to file a report, but would withhold payment of social security taxes, asking for a ruling on the nursery business.

Regional Reports.

Regional reports were given by C. C. Smith, Charles City, Ia.; Paul Wilkinson, Sherman, Tex.; Frank Sneed, Oklahoma City, Okla.; Ralph Perkins, Newark, N. J., and Mike Dering, Scappoose, Ore. All of these reports told of progress in business, new buildings and landscape work in keeping with improvements and highway beautification.

Mr. Wilson, of the Holsinger Nursery Co., Merriam, Kan., said that most of the funds for highway work had gone into grading and such work rather than to planting, although the original plan was for beautification. The roadside program has been a good outlet for nurseries all through the United States. Contact, he said, should be made with Washington to ask for the restoring of planting of nursery trees. Mr. Wilson then made a motion that, because the nursery business has been neglected, the Washington committee should get in contact with federal authorities on the matter. A copy of this resolution was to be sent to the meeting of the Illinois State Nurserymen's Association at Chicago this week.

Reports of the following committees were submitted and accepted: Auditing committee, by William A. Weber, St. Louis; obituary committee, by J. Frank Jones, Lawrence, Kan.; resolutions, by Ralph Perkins, Newark, N. J. The newly elected president, C. C. Smith, announced that the program committee would be continued for the ensuing year. This is composed of J. Frank Jones, Lawrence, Kan.; Harold S. Crawford, Ottawa, Kan.; and Wilmer M. Holsinger, Kansas City, Kan.

State Associations Meet.

A meeting of the Kansas State Nurserymen's Association was held after the general session Wednesday afternoon, January 6. Ralph B. Ricklefs, Salina, Kan., was elected president; Mr. Wagoner, of the Wagoner Nursery, Hutchinson, was named vice-president, and J. Frank Jones, Lawrence, was re-elected secretary-treasurer.

A meeting of the Missouri State Nurserymen's Association was also held during the convention. The present officers were re-elected. They are: President, George Welch, St. Joseph; vice-

president, C. A. Chandler, Kansas City; secretary-treasurer, William A. Weber, St. Louis. This group discussed the lien law and the selling of nursery stock by highway departments.

BROWN HEADS NEBRASKANS.

Guy Brown, Geneva, Neb., was elected president of the Nebraska Nurserymen's Association at its annual meeting held at the Cornhusker hotel, Lincoln, January 7. Albert Williamson, York, was elected vice-president, and Ernst Herminghaus, Omaha, was re-elected secretary.

Most of the session was devoted to a discussion of trees suitable for the state of Nebraska. There was a terrific loss of trees all over the state last year, but the nurserymen at this meeting concluded that there was nothing wrong with the choice of varieties. The trees and other plant materials died from lack of moisture, both natural and artificial. The association plans, in conjunction with the University of Nebraska, to teach the people of the state how to water trees.

Ernst Herminghaus, Sec'y.

LONG ISLAND GROUP ELECTS.

At the annual meeting of the Long Island Nurserymen's Association, held at the Bethpage Country Club, Farmingdale, N. Y., January 4, the following officers were elected: President, Peter M. Koster, Huntington; vice-president, Leslie H. MacRobbie, Patchogue; secretary, G. Clifton Sammis, Huntington; treasurer, Walton M. Scherer, Northport, and member of the executive committee, Henry A. Naldrett, Farmingdale, for a period of three years.

The business session convened at 10 a. m., with a good attendance of members. Following routine reports of committees it was voted to continue the publication of the exchange bulletin under the direction of Jac Bulk, Babylon, in the absence of John Visser, who is visiting in Europe. This bulletin is a complete compilation of nursery stock available in the nurseries of the members of the association, stating quantities and sizes, but no prices.

The consensus of the meeting was enthusiastic over prospects for the coming year. It is expected that good prices will prevail for good material.

President Naldrett made an appeal to subscribe to the world's fair bonds,

\$50,000 being the quota for nurserymen and florists in the metropolitan area.

It was unanimously decided to hold the annual horticulture day in March, when the garden clubs of Long Island are guests of the association.

Luncheon was served to about thirty-five guests and members. Among the guests were Dr. Halsey P. Knapp, director of the State School of Applied Agriculture; Benjamin Van Schaick, secretary of the Long Island state park commission; P. J. Van Melle, secretary of the Allied Retail Nurserymen's Association; H. L. Smith, R. W. Sherman and V. A. Johnson, of the United States Department of Agriculture, Washington, D. C.

After short addresses by guest speakers, there was an enlightening discussion on the Japanese beetle quarantine measure. The commercial interests readily aired their views and the authorities in dignified manner upheld their rules and regulations. Discussion led to the inevitable result of a fair-minded interest on the part of authorities when all sides of a question are brought out in debate.

G. Clifton Sammis, Sec'y.

ORNAMENTAL GROWERS MEET.

The midwinter meeting of the Ornamental Growers' Association was held at the Hotel New Yorker, New York, January 5. Representatives from about twenty-five firms were present. Several matters of importance to the trade were discussed in the executive session, particularly methods of improving the service to the nursery trade in general.

Supplies of stock seem to be ample for present needs, with a few lines mewhat spotty. A distinct feeling of optimism prevailed as to the outlook for business in 1937. Increases in building, in landscape development and in expansion of public grounds will, without question, be reflected in larger demands for nursery products.

The election of officers resulted in the selection of John H. Humphreys, of Andorra Nurseries, Inc., Philadelphia, president; Lester W. Needham, of the J. W. Adams Nursery Co., Springfield, Mass., vice-president, and Charles J. Maloy, Rochester, N. Y., secretary-treasurer.

ALEXANDER S. LORIMER, Grand Rapids, Mich., who was associated with the Greening Nursery Co., Monroe, Mich., for thirty years, died January 4 at the age of 65.

Large General Assortment of Nursery Stock

We carry a complete line of Fruit Trees, Small Fruits, Fruit Tree Seedlings, Apple Grafts, Forest Tree Seedlings, Ornamental Shade Trees, Ornamental Shrubs, Roses, Evergreens, Vines and Perennials.

Send for Spring Price List.

SHENANDOAH NURSERIES

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Pres.

Shenandoah, Iowa

R. S. Lake
Sec.-Treas.

MILTON NURSERY CO.**Milton, Oregon****Growers General Nursery Stock**

Birch: Cut-leaf Weeping, 7 to 8 ft. and 8 to 9 ft. **European White**, specimens all grades; clumps, branched at ground.

Chinese Elm: Seedlings and transplanted branched stock.

Locust, Globe-head, rapid grower.

Maples: Norway, Schwedler, Soft, Sugar, Sycamore, whips and branched. **Globe Norway**, top-grafted.

Fruit Tree Seedlings.

Car lot accommodations for eastern points.

YOUR WANT LIST APPRECIATED

A. MCGILL & SON**FAIRVIEW, OREGON****Wholesale Only**

Our usual line of quality nursery stock, including Shade and Flowering Ornamental Trees and Specialties, Fruit Tree Seedlings and Roses.

Grown Right and Packed Right

A card will bring our list of items that will make you some money.

ORENCO NURSERY CO.**Orenco, Oregon****Wholesale Growers**

Fruit, Shade, Flowering Ornamental Trees, Fruit-tree Seedlings, Roses, Etc.

Very complete line of quality stock

CHINESE ELM SEEDLINGS

Thoroughly matured stock now ready for shipment.

CHINESE ELM SEED

Now booking orders for next spring's delivery.

WASHINGTON NURSERIES

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**EVERGREENS**

For Seventy years growers of Quality Evergreens
Lining Out Stock a Specialty
Write for Trade List

EVERGREEN NURSERY CO.

Established 1864 : STURGEON BAY, WIS.

HILL'S EVERGREENS

Complete assortment of lining-out sizes
Also larger grades for landscaping
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Largest Growers in America
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EUROPEAN HORSE-CHESTNUT SEED

1936 Crop, 20c per lb.

RED CEDAR, Northern

1936 Crop, 50c per lb.

GRAFTS MADE TO ORDER.

Copper-leaved Beech, Schwedler Maple, Flowering Crab, Apple and Pear. Write for prices.

MATHEWS EGGERT NURSERY

342 Apple Ave.

Muskegon, Mich.

OREGON NURSERYMEN MEET.

A one-day convention of the Oregon Nurserymen's Association was held at the Multnomah hotel, Portland, Ore., January 13. About 150 were present. A fifty per cent increase in annual business was reported and the members proclaimed themselves the largest agricultural industry in Multnomah county; about 10,000 men are now employed by Oregon nurseries, which are handling an out-of-state business of important proportions, according to John Wieman, superintendent of nursery service for the Oregon department of agriculture. He estimated last year's business would include shipments of 150 cars of ornamental nursery stock, seventy cars of narcissus bulbs, forty cars of gladiolus bulbs, thirty cars of rosebushes and twenty cars of seedlings.

The major problem facing northwest nurserymen now is to prevent breaking down of import quarantines on bulbs and plants and to maintain the present high market standards, declared Hamilton F. Gronen, bulb grower, of Sumner, Wash., and president of the American Narcissus Growers' Association.

Among the speakers at the convention were Solon T. White, state director of agriculture; Paul Carpenter, extension agricultural economist at Oregon State College; Henry Reynolds, Washington state department of agriculture, and W. D. Edwards, assistant entomologist at Oregon State College. Tommy Luke, Portland florist, who was slated as toast-master for the banquet, was unable to be present because of an eastern trip, and his place was taken by Nick Schroeder, of Nick's Flower Home, Portland. Hans Niklas, another Portland florist, was one of the speakers.

The following officers were elected: President, Earl Houseweart, Woodburn; vice-president, Avery Steinmetz, Portland; secretary, J. E. French, Portland; treasurer, W. J. Enschede, Hillsboro.

NAME CONTEST DECIDED.

Roseglo was chosen as the winning name for a honeysuckle in a contest inaugurated a year and a half ago by the Willis Nursery Co., Ottawa, Kan.; Baker Bros. Co., Fort Worth, Tex., and the Texas Nursery Co., Sherman, Tex. The name Roseglo was suggested by Mrs. C. W. Franklin, Fort Worth, who received a check for \$50 from Ed. Baker, Fort Worth, for suggesting the winning name.

While Roseglo is not a new plant, it has not been propagated extensively in the trade. It is a versatile plant, being naturally a bushy vine, but lending itself readily to shearing into bush form.

The flowers are borne in clusters. The individual flowers are trumpets, pink on the outside with creamy white throats. The plant is a remontant bloomer from early spring until heavy freezing weather.

Another strain of this honeysuckle has been named Goldflame; it is darker in color, having a distinct flame-red trumpet with a golden yellow throat. There are blooms on this plant constantly from early spring until severe winter conditions set in.

Landscape men as well as nurserymen are finding these plants desirable, because of the striking color of the flowers and the long blooming periods, according to H. S. Crawford, of the Willis Nursery Co., Ottawa, Kan.

PACIFIC COAST NURSERY

1436 N. E. Second Ave.

PORTLAND, ORE.**Largest Fruit Tree Seedling Growers In America**

We also grow all kinds of fruit trees, 1 or 2-year-old, but only for our regular seedling customers.

We accept 1 to 3-year contracts at this time for seedlings as well as fruit trees at a price you cannot afford to refuse.

Sample of seedlings or fruit trees upon request.

18 years' experience in Europe and 22 years' in America growing fruit trees and seedlings. References given if wanted.

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ULMUS PUMILA (Northern Strain)

Hardy Northern Type—Mature stock, power dug.

Immediate or later shipment.

Write for prices.

COLORADO SPRUCE TREES

Nursery grown, 4 to 6-ft. sizes. Also transplants.

TOLLESON NURSERIES

Denver, Colo.

SPECIAL**Plum Tree Offer**

Varieties: Santa Rosa, Burbank, Methley Bruce, Shiro, Munson and Excelsior. Budded on Plum roots.

2 to 4 ft., 13c

4 to 5 ft., 15c

5 to 6 ft., 18c

F.o.b. the nursery.

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JEWELL Wholesale

Hardy Minnesota-grown
Nursery Stock and Liners

THE JEWELL NURSERY CO.

POUCH N

Lake City, Minnesota

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Coming Conventions

ANNUAL NEW YORK PROGRAM.

Scheduled for Rochester January 20.

A day full of interesting talks and discussions is promised by the program that has been released for the annual meeting of the New York State Nurserymen's Association. This convention will be held in the Seneca hotel, Rochester, January 20.

It will be noted that the program provides for five sectional meetings in the forenoon session. In this way, there are bound to be topics of interest for each one, presented by an authority in the field. These group meetings will feature discussions on "Retail Sales," "Catalogue Houses," "Roadside Sales," "Landscaping" and "Production."

Two features have been arranged in the afternoon to keep the group informed on the trends in varieties of fruits and ornamental plants. Nurserymen are invited to take their problems to the convention for discussion or private conference.

The program committee expresses its particular pleasure in being able to present Dr. George F. Warren, of Cornell University, Ithaca. Dr. Warren is one of the country's outstanding authorities in the field of economics and his advice has been often sought in national affairs. He will have a valuable message for the nursery industry.

The details of the program follow:

JANUARY 20, 10 A. M.

Address of the president, by W. J. Maloney, Danville, N. Y. Mr. Maloney has been deeply interested in forwarding the interests of the New York State Nurserymen's Association. He has some definite ideas as to what a strong association should be doing in this state.

Retail sales discussion, L. J. Engelson, Newark, chairman.

Catalogue house discussion, William L. Glen, Danville, chairman.

Landscaping discussion, William Pitkin, Jr., Rochester, chairman.

Roadside sales discussion, Howard W. Maloney, Danville, chairman.

Production discussion, R. L. Holmes, Newark, chairman.

(a) "Control of Spruce Gail Aphid and Other Important Nursery Pests," by Dr. F. L. Gambrell, New York state experiment station, Geneva. Dr. Gambrell has been carrying on intensive research in the control of insects attacking conifers and other ornamental plants.

(b) "Control of Plant Diseases in the Nursery," by Dr. D. S. Welch, Cornell University, Ithaca. Dr. Welch is an authority on the control of diseases on ornamental and nursery plants and will be glad to discuss your problems with you.

(c) "Trends in Fruit Tree Rootstocks," by Dr. H. B. Tukey, New York state experiment station. The rootstock problem is not quite so static as it used to be. Recent developments in Europe and America are attracting attention of both nurserymen and fruit growers. Dr. Tukey is trying to evaluate these problems and coordinate the interests of both the nurseryman and the planter.

Luncheon and business session. Remarks, by Dr. A. B. Buchholz, department of agriculture and markets, Albany, and Dr. H. B. Tukey.

JANUARY 20, 1:30 P. M.

"Trends in Fruit Varieties." This will be a round-table discussion on old and new varieties for the home, for the roadside stand and for the commercial fruit grower. Specimens of some of the newer varieties, both fresh and dormant, will be on display.

"Tree Fruits," by Richard Wellington, New York state experiment station.

"Small Fruits," by George Slate, New York state experiment station.

"Trends in Ornamental Plantings" (Illustrated), by Dr. Donald Wyman, Arnold Arboretum, Jamaica Plain, Mass. Dr. Wyman is an old friend of New York nurserymen and comes well equipped with lantern slides and personal experience to lead a discussion on new and old plant materials of ornamental nature.

"Economics and Their Application to the Nursery Industry," by Dr. George F. Warren, Cornell University.

PROGRAM AT NASHVILLE.

The following program has been announced for the annual convention of the Tennessee State Nurserymen's Association, which will be held at the Hotel Hermitage, Nashville, January 26 and 27:

JANUARY 26, 10 A. M.

Call to order by the president.

Invocation, by Dr. W. B. Boyd, Nashville.

Address of welcome, by W. Murray Hogan, of the Nashville chamber of commerce.

Response, by S. N. Varnell, Cleveland.

President's address, by Richard H. Jones, of the Howell Nurseries, Nashville.

Discussion of president's address, led by Lee McClain, of the Washington Heights Nurseries, Knoxville.

Report of secretary-treasurer, by G. M. Bentley, Knoxville.

"Seeking New Varieties of Fruits," by Albert Stewart, Memphis.

"Annual Rainfall and Temperature Averages for Tennessee," by R. M. Williamson, United States weather bureau, Nashville.

"Nulla Bona, or Who Delivers the Goods," by Karl E. Steinmetz, attorney, Knoxville.

JANUARY 26, 1:30 P. M.

"The Conservation of Christmas Greens," by James O. Hard, state forester, Nashville.

Discussion by members.

"Accomplishments and Future Plans of the Tennessee State Planning Commission," by Leo J. Zuber, land use planner, Nashville.

"Peach Tree Borer Control in Nursery Stock," by Oliver I. Snapp, United States bureau of entomology and plant quarantine, Fort Valley, Ga.

"Freight Rates on Balled and Burlapped Nursery Stock," Discussion led by D. P. Henegar, of the Henegar Nurseries, McMinnville.

"What the Fruit Grower Expects of the Nurseryman," by A. N. Pratt, horticulturist, Tennessee State Horticultural Society, Nashville.

JANUARY 26, 6:30 P. M.

Nurserymen's annual dinner and entertainment, at the Hotel Hermitage.

JANUARY 27, 9 A. M.

"Geology of Tennessee as Affecting the Soils," by Walter F. Pond, state geologist, Nashville.

"Native Acid-loving Ground Covers," by Paul J. Adams, Alpine Nursery, Crab Orchard.

"Andrew Jackson, the Gardener," by Stanley Horn, Nashville.

"The Part for the Nurserymen to Play in Conservation of Christmas Greens," by Mrs. R. E. Fort, Nashville.

"Trees and Shrubs and Their Uses," by Robert S. Sturtevant, landscape architect, Groton, Mass.

Report of committees.

Election of officers.

JANUARY 27, 2 P. M.

Assemble in lobby of Hotel Hermitage for a drive through the city parks of Nashville and a visit to the Howell Nurseries and to The Hermitage, Andrew Jackson's home.

KENTUCKY MEETING DATE.

The Kentucky State Nurserymen's Association will hold its annual meeting at the Kentucky hotel, Louisville, Monday, February 1. Morning and afternoon sessions are planned, but the speaking program is not yet complete. A banquet is scheduled for the evening. All nurserymen are invited to attend, according to Alvin Kidwell, Sparta, secretary.

JERSEY MIDWINTER MEETING.

The midwinter meeting of the New Jersey Association of Nurserymen will be held Thursday and Friday, February 4 and 5, in the Hotel Hildebrecht, Trenton, N. J. An interesting program is being prepared, and a number of matters of vital interest to every nurseryman will be discussed. It is hoped that all nurserymen of New Jersey and surrounding states, regardless of membership, will feel they will be welcomed and will attend.

L. C. Schubert, Sec'y.

OTTO THORSTEN, nurseryman of Denver, Colo., died December 31 at the age of 55.

AMERICAN NURSERYMAN

ON THE CALENDAR.

January 18 and 19, Ohio State Nurserymen's Association, winter meeting, Deshler-Wallick hotel, Columbus.

January 19, North Carolina Association of Nurserymen, midwinter meeting, Hotel Charlotte, Charlotte.

January 20, New York State Nurserymen's Association.

January 20, Connecticut Nurserymen's Association, annual meeting, Garde hotel, Hartford.

January 26 and 27, Tennessee State Nurserymen's Association.

January 26 and 27, New England Nurserymen's Association, annual convention, Hotel Statler, Boston, Mass.

January 28 and 29, New Jersey Association of Nurserymen, Trenton.

January 28, Indiana State Nurserymen's Association, annual meeting, Lincoln hotel, Indianapolis.

February 1, Kentucky State Nurserymen's Association, annual meeting, Kentucky hotel, Louisville.

February 3, Eastern Nurserymen's Association, annual meeting, Hotel Hildebrecht, Trenton, N. J.

February 4 and 5, New Jersey Association of Nurserymen, Hotel Hildebrecht, Trenton.

February 9 and 10, Pennsylvania Nurserymen's Association, annual meeting, Hotel Stevens, Lancaster.

February 11, Wisconsin Nurserymen's Association, annual convention, Republican hotel, Milwaukee.

LEO CREED, Youngstown, O., was elected president of the Mahoning Valley Landscape Gardeners' and Nurserymen's Association at the annual meeting of the organization held at Salem, O., January 6. Other officers elected were: Vice-president, Joseph Cope, Salem, O.; treasurer, George Duncan, Youngstown, and secretary, Ralph Englis, Youngstown.

INTERESTING CATALOG

Seeds of Rare Plants

Illustrated descriptive offer of 2800 unusual species; alpinas, border perennials, lilies, shrubs, trees. Gives needs, uses, seasons, heights, etc., a work of reference. Send on request.

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WILLOWBEND NURSERY
PERRY, OHIO

WANTED

100,000 Amor River North Privet cuttings. 2,000 each: Mahoney Grape liners, American Sweet Chestnut seedlings: Meyer, Cutler, Cannatt, Virginians (Glaucus, Hill's Dundee Juniper, Berckmans and Pyramidalis Arbor-vitae liners. A few pounds of Arbor-vitae, Juniper, Fir, Spruce and Pine seeds for spring planting.

SURPLUS—257. Apple and Pear scion wood and grafts.

Egyptian Nursery & Landscape Co., Farina, Ill.

WILL SACRIFICE

on account of ill health. Sugar Maple, American Elm and Lindens, 5 to 6 ft., up to 2-in. Some exchange considered.

PERRY NURSERIES

Perry, Iowa

- 20,000 **CHERRY**, Montmorency and Early Richmond, 2-year, XX and 1 1/2 inch.
 5,000 **SPIRÆA**, Vanhouttei, 3 to 4 feet and 4 to 5 feet.
 25,000 **ELMS**, American, Vase and Mo-line, transplanted, up to 4 inches.
 10,000 **MAPLE**, Norway, transplanted up to 2 1/2 inches.
 2,000 **ARBOR-VITÆ**, Pyramidals, up to 8 feet.
 400 **PINE**, Mugho, from 2 to 4 feet.
 1,000 **SPRUCE**, Norway, sheared, none better, 3 to 5 feet.
 600 **JUNIPER**, Fritzer's, 5 to 8 feet spread, beaulties.
 3,000 **ARBOR-VITÆ**, American, and **RETINOSPORA**, 4 to 7 feet.

Send for list on many other items.

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Big stock of Boysenberry, Thornless Loganberry (Patented), Thornless Youngberry (Patented), Cory Thornless Blackberry, Austin Thornless Dewberry, Brainerd, Jumbo, Chief, Latham and Potomac Raspberries, Wayzata Everbearing, Dorsett, Klondike and Rockhill Strawberries and many others. Wholesale and retail. Safe delivery anywhere.

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BIG CHRISTMAS TREES.

Rockefeller Center's Damon and Pythias twin Christmas trees are seventy feet tall, are 80 years old and have a branch spread of forty feet.

Both trees came from the old Jenks estate, near Morristown, N. J., where they grew up side by side. They made the trip to New York under the supervision of the Bobbink & Atkins nursery, of Rutherford, N. J., which maintains offices in Rockefeller Center.

The work of tying up the trees and chopping them down was considerably complicated by the fact that it rained incessantly during the entire process.

The deadline for delivering the trees was 8 o'clock Monday morning. At 6 o'clock Sunday evening, one of the trees was still standing out in Jersey.

Eighteen men had already been working three days just to tie the branches of the great twin Norway spruces. A block and tackle and crane plus the necessary axe and saw did the trick, however, and by midnight, Sunday, the trees were loaded on logging trucks ready for the trip.

It was necessary to obtain a separate special permit for each town through which the trees were brought. The George Washington bridge had already been informed of the visit and was ready for the trees with a special partition thrown open. It cost \$2.75 apiece to get them across the bridge.

Not much happened during the trip, according to T. S. Silliman, of Bobbink & Atkins, who acted as official chaperon. Everybody was just sleepy.

On Madison avenue, a motorist went gunning for the red lantern hanging on the back of the trailers, a stunt which offered momentary diversion.

The turn into Rockefeller Center, as well as all the other street turns on the way into town, was made without resorting to trigonometry. Both the trucks and trailers were fastened to the trees, but the trailers otherwise swung free, an arrangement which offered them plenty of latitude for swinging around.

The trees are decorated with 4,000 red, green, blue and gold lights. This year, instead of remaining still, the lights go winking around just as on Broadway.

PATENT FOR PLANT PACKAGE.

Patent No. 2,064,707 has been issued to Clarence E. Wilson, Manchester, Conn., on a device for packing plants for shipment and storage, on an application made September 11, 1935. The description of the patented device is as follows:

"A container for packaging plants for shipment comprising a shell housing the roots of a plant and provided with openings in the walls thereof, consisting of slots directed longitudinally of the shell so as to provide avenues of egress lying in the course of natural reaching out of said roots, a cover for the upper end of the shell, said cover having an opening, a housing removably mounted on the shell to cover said opening during transportation of the container and terminating short of the upper end of said shell, the resultingly exposed upper shell end providing an extension, a closure having windows and being removably mounted on the shell extension and housing the foliage of the plant."

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ORNAMENTALS — ROSES

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DECIDUOUS SEEDLINGS

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We offer leading varieties of
PEACH
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Let us have your want list

BLOUNTVILLE NURSERIES, INC.
 Blountville, Tenn.

SUMMER MERCHANDISING.

(Concluded from page 6.)

prospective customer that this dormant plant is superior to the one offered by the department store downtown for 19 cents each, \$1 for six.

As the plants develop, they are continuously being moved and spaced, and as more space is needed, the surplus is moved to our exhibition garden, beautifully laid out with paths, trellises and pergolas. Benches are provided for those who wish to rest.

Sales pick up during this time, for this is a rose buyer's paradise. No where else is he permitted and encouraged to make his own selection from the thousands of roses as in our frames. Each is clearly marked with the name and the price, and the rose purchaser is able to select the strongest and best plant of the variety he desires. We encourage our customers to make up their orders themselves.

Spraying is started at this time for the prevention of fungus and other diseases and pests. The plants are kept clean as a pin at all times by regular spraying once a week. We use a power sprayer, delivering 300 pounds' pressure to two hose lines, and two men will spray the entire garden in about seven hours.

Feature Shows.

The roses start blooming about May 20. We advertise our free rose shows in the local papers, and a crowd of 500 to 1,000 persons is not unusual on a busy day. Many who come only to look fail to resist the appeal of these beautiful plants in bloom and become rose enthusiasts on the spot. After our first rose show we have delphinium, crape myrtle, hydrangea and mum shows to carry our selling season on through the summer and fall. A special parking lot is provided, under the direction of parking men, and small boys do the loading of the plants into the customers' cars from flat wheelbarrows.

Perennials and Shrubs.

Small shrubbery, ornamental vines, and perennials are handled in the same way as the roses, except that the blankets are not necessary to promote growth. An 18 to 24-inch red barberry in foliage is sold when the customer sees it and looks cheap at 75 cents,

CLASSIFIED ADVERTISING

Northern Tree Seeds, direct from the collector. Hemlock, Balsam Fir, Red Spruce. Established 11 years.

K. J. Braden, Gray, Me.

My new Seed List has been posted to customers. Copies are still available for those interested.

Manager, Lissadell, Sligo, Irish Free State.

Philox Subulata, or Thrift: a good seller; hardy, field-grown, rooted lining-out divisions; excellent stock: Rosea, Lilacina, \$1.50 per 100, postpaid; \$6.00 per 1000, express collect. 250 at 1600 rate. Rosea, heavy clumps, \$4.00 per 100, 25 at 100 rate. Satisfaction guaranteed. **Riegel Plant Co., Experiment, Ga.**

Evergreen Seeds.

Our seeds are gathered only from select areas in the Colorado Rockies where color is brightest.

Picea pungens (Blue Spruce)..... 1/4 lb. 1 lb.
Pseudotsuga Douglasii (Douglas Fir)..... \$1.00 \$3.00
Juniperus Scopulorum (R. M. Red Cedar), berries..... 1.00 3.00
Juniperus Scopulorum, clean seed, stratified..... 2.00 6.00
Write for special prices in large lots. Supply limited some kinds. Other native seeds, including Caragana, Russian Olive, Honey Locust, Green Ash, Hackberry, etc., gathered on order if not on hand.

Kinghorn Nursery, Fort Collins, Colo.

while the same plant dormant will bring only 35 or 50 cents.

Perennials, too, are especially easy to handle this way, and in our experience this is the only way to make any money on these little plants. We pot these plants in the smaller size No. 1 pot, with a soil capacity of nine pounds, and grow them in frames where they are easily reached to fill orders. This enables us to move the plants without disturbance to the roots and attendant wilting. Hardy carnations, for instance, sell like hot cakes when in bloom, when it is almost fatal to move them from the field. Oriental poppies are another item that sell quickly when in pots, but cannot be moved from the field when they are in bloom.

We added to our line of potted shrubs last year gooseberry and currant bushes, grapevines and fruit trees, and the sale on those items surprised us. Large-flowering clematises, ratty-looking things when dormant and bare-rooted, when in pots and in bloom readily bring \$1 each.

Climbing Roses.

Climbing roses are potted in the No. 2 rose pot and handled similarly to the bush roses the first season. Those remaining in the fall, and we plan each year to have some remaining, have a full year's growth, with several canes six to eight feet long. These plants are laid down in the frames when frost comes in November, and the entire plant is covered with hay and boards. The following spring those plants are repotted, care being taken not to disturb the ball of soil, in the No. 3, or transplant pot. These then are 3 years old and will bloom that spring; we get an extra 50 cents to \$1 per plant for these and always sell them first. Few customers are unwilling to pay this extra price for a climber that saves them a year's wait.

Our bush roses remaining in stock late in the fall are removed from the pots, the soil is removed from the roots and the plants are heeled in, to be potted again in the following spring.

SUBDIVIDING of the H. A. Hyde property, known as Hyde park, is paving the way for a complete reorganization of the H. A. Hyde Co., Watsonville, Cal. H. A. Hyde will dispose of a large portion of his 8-acre tract, but will retain a plot about 125x550 feet, to be used as the nucleus for the revamped firm. A new office, store, warehouse and other outbuildings will be built in the near future. The firm's crops are grown elsewhere.

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Competent foreman in assemble orders and handle local cash sales. Give experience and salary desired. We can show you a good location and permanent connection with a growing midwestern nursery. Address No. 58 c/o American Nurseryman, 508 S. Dearborn St., Chicago, Ill.

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Man for this position must know the essentials of planting, sketching of plans (architect not necessary) and the selling of a general line of nursery stock. State age, experience. Commission basis. Reference required.

Utah Nursery & Seed Co.
Box 905 Salt Lake City, Utah

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